1998 Promotion Actuals + Future Orders (3 Weeks Are Set)
Futures as of 11/2/98

Week Ending	B & H	Basic	Cambridge	Marlboro	Merit	Parliament	Va Slims	Total	
1/2		88,626			1,290		9,672	99,588	Actuals 2 Days
1/9		236,904		30	15,966		43,626	296,526	Actuals
1/16	(294)	130,447	(642)	(6)	4,020		10,488	144,013	Actuals
1/23		23,855			2,436	(378)	3,598	29,510	Actuals
1/30		61,056		(15)	912	(102)	3,391	65,242	Actuals
2/6	1,662	26,582	32,484		(12)		(252)	60,444	Actuals
2/13	2,706	20,112	74,777	(6)	138		114	97,841	Actuals
2/20	2,466	(4,380)	35,143	6		(258)	(96)	32,881	Actuals
2/27	1,062	(1,176)	10,716	0	18			10,620	Actuals
3/6	168	(408)	216	51,954	(48)			51,882	Actuals
3/13	(30)	115,896	2,304	660,162	18	(738)		777,612	Actuals
3/20		284,934	720	708,318				993,972	Actuals
3/27		151,896	912	265,110				417,918	Actuals
3/31	(18)	80,520	(366)	121,356	450		84	202,026	Actuals 2 Days
1Q TOTAL	7,722	1,214,643	156,264	1,806,909	25,166	(1,476)	70,625	3,280,075	ACTUALS
4/3		11,514		894			144	12,552	Actuals 3 Days
4/10	6,000	52,356	240	27,036	2,376	4,740	12,870	105,618	Actuals
4/17	4,536	4,140	840	55,338	4,932	7,512	17,778	95,076	Actuals
4/24	6,090	3,096	4,770	82,724	12,738	28,554	19,950	137,922	Actuals
5/1	5,496	1,752	1,416	79,146	3,816	6,426	7,434	105,486	Actuals
5/8	2,070	(20)	74	83,670	1,212	2,300	2,728	92,034	Actuals
5/15	624	90		126,306			1	127,021	Actuals
5/22	258			68,267	(474)	96	48	68,195	Actuals
5/29	1,056	468	(12)	46,742	48			48,302	Actuals
6/5	1,614	72,540	11,184	85,022	276	306	792	171,734	Actuals
6/12	3,324	97,794	30,612	166,409	564	3,540	1,056	303,299	Actuals
6/19	2,484	113,532	49,488	186,888	1,410	3,990	(198)	357,594	Actuals
6/26	1,111	79,568	34,608	98,982	468	2,280	258	216,676	Actuals
6/30	923	45,278	6,336	41,393	576		912	95,418	Actuals 2 Days
2Q TOTAL	35,586	482,109	139,556	1,123,217	27,942	59,744	63,773	1,936,927	
7/3	587	36,217	5,898	7,495	240	90	492	50,959	Actuals 3 Days
7/10	456	50,652	8,118	20,424	648	630	90	81,018	Actuals
7/17	30	22,986	(680)	12,090	342	156		34,944	Actuals
7/24	(6)	22,506	744	4,212	762			28,218	Actuals
7/31	2,946	112,891	16,602	979	2,034	1,560	5,844	142,856	Actuals
8/7	5,094	184,686	28,884	(2,648)	2,112	3,792	8,178	230,077	Actuals
8/14	4,386	184,764	40,068	1,416	6,240	22,650	5,226	284,750	Actuals
8/21	1,230	79,645	27,684	94,602	1,662	13,896	4,200	222,919	Actuals
8/28	588	66,936	8,900	356,268	984	8,394	1,578	441,648	Actuals
9/4	1,230	43,644	8,904	289,422	612	1,650	2,099	347,561	Actuals
9/11	102	54,408	24,984	426,462	198	1,728	901	508,783	Actuals
9/18	(30)	12,795	4,920	456,258	(276)	(240)	505	473,932	Actuals
9/25	(90)	23,658	1,110	304,026		12	462	329,178	Actuals
9/30	(6)	7,824	90	67,872		265	120	96,185	Actuals 3 Days
3Q TOTAL	16,517	903,592	174,246	2,058,816	15,555	54,583	29,695	3,253,009	
10/2	(6)	73,584	8,886	12,078		528	66	95,156	Actuals 2 Days
10/9		90,216	43,032	12,546		372	48	146,214	Actuals
10/16	30	127,368	67,830	23,934	(12)	6,732	6	225,788	Actuals
10/23	24	123,360	53,418	6,450	216	1,044	(29)	184,481	Actuals
10/30		83,587	52,968	8,569	(36)	1,836		146,924	Actuals
4q Actual QTD	48	498,115	226,132	63,477	168	10,512	112	798,564	
2-Nov		4,712	5,004	60				9,776	Set
3-Nov		1,006	246	3,522				4,774	Set
4-Nov		1,217	2,118	36				3,371	Set
5-Nov		2,797	2,100					4,897	Set
6-Nov		17,452	19,668	785				37,904	Set
11/6		27,184	29,136	4,403				60,722	
4q QTD	48	525,299	255,268	67,879	168	10,512	112	859,287	
9-Nov		24,055	23,604	1,457				49,116	Set
10-Nov		9,574	16,698	118				26,389	Set
11-Nov		7,145	3,828	439				11,412	Set
12-Nov		2,143	1,224	223				3,590	Set
13-Nov		9,085	22,968	1,433				33,486	Set
11/13		52,002	68,322	3,670				123,994	
4q QTD	48	577,301	323,590	71,549	168	10,512	112	983,280	
16-Nov		7,015	13,998	582				21,595	Set
17-Nov		946	792	476			132	2,346	Set
18-Nov		2,738	2,922	1,841				7,501	Set
19-Nov		1,800	180	101				2,081	Set
20-Nov		2,149	2,286	103				4,538	Set
11/20		14,648	20,178	3,103			132	38,062	
4q QTD	48	591,949	343,768	74,652	168	10,512	244	1,021,342	
23-Nov		3,394	1,884	197				5,474	Incomplete
24-Nov		216		65				281	Incomplete
25-Nov		984	7,686	110				8,780	Incomplete
26-Nov			30					30	Incomplete
27-Nov		216	1,656					1,872	Incomplete
11/27		4,810	11,256	372				16,438	
4q QTD	48	596,759	355,024	75,024	168	10,512	244	1,037,779	
98 ACT YTD	59,873	3,098,660	696,198	5,057,420	66,656	123,363	164,206	9,266,576	ACTUALS

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